

PORT OF BALTIMORE NEWS ~ MAZDA
BALTIMORE SUN

Port announces more jobs under new partnership with Mazda
Automaker's 5-year import deal with private terminal expected to employ hundreds
By Kevin Rector, The Baltimore Sun
6:03 PM EDT, August 13, 2013

Starting in September, Mazdas will be zooming through the port of Baltimore under a five-year deal announced Tuesday.

The Japanese automaker will start shipping 65,000 new vehicles a year to the port, creating an estimated 160 new jobs, the Maryland Port Administration announced.

It's new business the port of Baltimore, already the nation's top auto port, won from its East Coast rival Port Newark in New Jersey.

The five-year contract is between Mazda North American Operations and Amports, the private auto processor which owns the port's Chesapeake Auto Terminal in Fairfield, port officials said.

In addition to 160 jobs created, the new business will support nearly 300 additional jobs in the Baltimore area, Maryland Port Administration officials predicted.

Steven Rand, president and CEO of Jacksonville, Fla.-based Amports, said the company is "happy to have Mazda as a client in Baltimore" but otherwise declined to comment on the new agreement or its impacts on employment in Baltimore.

Maryland Transportation Secretary James T. Smith Jr. and several high-profile legislators from Maryland welcomed the news, which comes a week after the state announced record-breaking automobile import figures at the port.

"Thousands of good-paying, family-supporting jobs are created by our very active and busy Port," Smith said in a statement. "As Maryland's economy continues to grow, the Port of Baltimore is again demonstrating why it is a leader in our state for bringing in new business and jobs."

"In today's economy, this announcement is music to the ears of hard-working Maryland families," said Rep. C.A. "Dutch" Ruppersberger, also in a statement.

The Baltimore port will be the "new home" for all of Mazda's vehicle imports in the Northeast, said Robert Davis, the company's senior vice president for U.S. operations, in a statement. "The decision for Mazda to move ports makes sense for our business and we look forward to growing this relationship."

Nick Beard, a Mazda spokesman, said the automaker recently accepted bids for its business from different port operators in the Northeast as its previous contract with Port Newark in New Jersey came up for renewal. Amports — which also handles Mazda imports into Jacksonville — made the best offer, he said.

"It was a business decision," Beard said.

Mazda offered its two employees working in Newark relocation packages, Beard said, but he didn't know how the switch would affect jobs at Amports.

The deal comes as port officials seek to expand the port's footprint by acquiring contaminated land at Sparrows Point, where a massive steel mill closed last year, for adding a new auto terminal. Those plans have not gotten far because of environmental remediation concerns.

Bringing another car manufacturer to its private terminal allows Amports to add traffic at the port without requiring new terminal construction.

The competition among ports to attract car manufacturers has been intense, with ports like Philadelphia and Brunswick, Ga., vying alongside Baltimore for new business. While waterfront land for expansion is scarce — part of the draw of Sparrows Point — Baltimore has successfully attracted Fiat cargo vans, Mitsubishi SUVs and Hondas in recent years.

The additional 65,000 Mazda vehicles — including the MX-5 Miata convertible sports car, Mazda 2 compact, Mazda 6 sedan, and CX-5 and CX-9 sport utility vehicles— will add to the record-breaking numbers of automobile imports at the port in recent months.

Baltimore's automobile imports were up 9 percent in the first six months of 2013, compared to the same period in 2012, port officials said last week.

Last year, the port's public and private terminals handled 652,000 vehicles. In June, a record 22,997 vehicles were imported through the port's public terminals alone. The port's biggest automakers are Chrysler, Mercedes, Ford, Subaru and BMW, but it also handles other makes.

The Baltimore port is ranked first among 360 U.S. ports for handling automobiles and light trucks, as well as farm and construction machinery and several other products. Importing and exporting automobiles, one of the port's top functions, currently accounts for about 1,000 of the 14,630 jobs at the port.

The port overall is responsible for \$3 billion a year in personal wages and salaries and more than \$300 million a year in state and local taxes.

MARYLAND DAILY RECORD

Mazda signs exclusive, five-year deal with Port of Baltimore

2:33 pm Tue, August 13, 2013

By Alexander Pyles

Mazda Motor of America Inc. plans to park its Northeast imports at the Port of Baltimore for the next five years, the company and state officials announced Tuesday.

The Port of Baltimore ranked 11th in the nation last year, moving almost 37 million tons of cargo through its various terminals.

The Japanese auto maker plans to import 65,000 cars a year as part of the exclusive long-term deal with Amports Inc., creating 160 jobs at the Chesapeake Auto Terminal in Fairfield.

The deal wrests away cars from Port Newark in New Jersey, through which Mazda previously moved its vehicles.

In a statement, Mazda North American Operations Vice President Robert Davis said the company was “honored to call the Port of Baltimore its new home for all of its vehicle imports in the Northeast.”

“The decision for Mazda to move ports makes sense for our business, and we look forward to growing this relationship,” Davis said.

A Maryland Port Administration spokesman said the state did not offer any subsidy to lure Mazda to Maryland. Amports did not respond to a request for comment.

Mazda plans use the port as its Northeast hub, moving all of its MX-5 Miata, Mazda 2, Mazda 6 and its CX-5 and CX-9 SUVs across docks at the Port of Baltimore.

The company joins an already long list of auto manufacturers making their home at the Port of Baltimore, including Fiat, which exclusively ships its 500L model to the port. Mercedes-Benz, the port’s largest automobile importer, stops at just two East Coast ports: Savannah, Ga., and Baltimore.

Between its state and privately owned docks, the Port of Baltimore is first among U.S. ports for moving automobiles, handling 652,000 last year. In the first six months of 2013, auto imports were up about 9 percent over the same period last year.

“Thousands of good-paying, family-supporting jobs are created by our very active and busy port,” Maryland Department of Transportation Secretary James T. “Jim” Smith Jr. said in a statement.

Almost 37 million tons of cargo went through the port last year, 11th in the nation. The value of that cargo was calculated at \$54 billion, ninth-most in the nation.

Baltimore is the top port among 360 in the United States for moving cars and light trucks, farm and construction machinery, imported forest products, imported sugar, imported aluminum and imported gypsum. The port is second for export coal and imported iron ore.

Nearly 15,000 people work at the port, and the Maryland Port Administration estimates about 108,000 jobs are linked to activity on the docks.

U.S. Sen. Benjamin L. Cardin, D-Md., in a statement called the port “a bellwether for our nation’s economic health” and a sign of the “growing strength of our nation’s manufacturing base and the resilience of our economy.”

BALTIMORE BUSINESS JOURNAL

Mazda inks deal to ship cars to Port of Baltimore

Ryan Sharrow

August 13, 2013

Mazda will soon pull into the Port of Baltimore.

The automaker has signed a five-year contract that will bring 65,000 vehicles a year to the port from its assembly plants in Japan starting in September. The contract is with auto processor Amports, which will handle the vehicles at its Chesapeake Auto Terminal in Fairfield.

The Maryland Port Administration expects the new deal to create 450 new jobs, including 160 directly.

Baltimore will be the home for all Mazda vehicle imports in the Northeast. Mazda vehicles expected to come through the Port of Baltimore include the MX-5 Miata, Mazda 2, Mazda 6, and its CX-5 and CX-9 SUV line.

The number of cars shipped through the Port of Baltimore during the first half of 2013 is up nearly 9 percent from the same period last year. In June, a record 22,997 cars were exported from the port's public marine terminals.

Last year, the port's public and private marine terminals handled 652,000 vehicles, more than any other U.S. port and an increase of 18 percent from 2011.

AMERICAN JOURNAL OF TRANSPORTATION

Mazda to become Port of Baltimore's newest auto customer

Aug 13 2013 at 04:26 pm

Zoom Zoom! That's the sound that soon will be heard at the Port of Baltimore when Mazda North American Operations (MNAO) arrives in September. Mazda becomes the Port of Baltimore newest auto customer after agreeing to a five-year contract with auto processor Amports that will bring approximately 65,000 vehicles a year to Maryland from its assembly plants in Japan. The vehicles will be handled at the Amports-owned Chesapeake Auto Terminal. The addition of Mazda will help to create 450 new jobs, including 160 direct jobs.

"We are very happy to welcome Mazda to the Port of Baltimore," said Transportation Secretary James T. Smith, Jr. "As the number one auto port in the nation, the Port of Baltimore is also one of our state's leading economic generators. Thousands of good-paying, family-supporting jobs are created by our very active and busy Port. As Maryland's economy continues to grow, the Port of Baltimore is again demonstrating why it is a leader in our state for bringing in new business and jobs."

Mazda vehicles expected to come through the Port of Baltimore include the MX-5 Miata, Mazda 2, Mazda 6, and its CX-5 and CX-9 SUV line.

"Mazda is honored to call the Port of Baltimore its new home for all of its vehicle imports in the Northeast," said Robert Davis, senior vice president U.S. Operations, MNAO. "The decision for Mazda to move ports makes sense for our business and we look forward to growing this relationship."

The Maryland congressional delegation is responsible for the Port of Baltimore receiving federal dredging dollars that keeps the channels leading to the Port wide and deep enough to accommodate today's large commercial vessels. Without accommodating channels, these vessels would not be able to safely reach the Port of Baltimore and would instead take that business and the family-supporting jobs that come with it to competing ports. From dredging dollars to security funding, thanks to Team Maryland, the Port of Baltimore continues to be a great economic engine for the State of Maryland and a success story that serves as a model for many U.S. ports.

"More cars from Japan and around the globe mean more jobs for Marylanders. The Port of Baltimore is a bell weather for our nation's economic health and its booming business is strong evidence of the

growing strength of our nation's manufacturing base and the resilience of our economy," said Senator Ben Cardin, Chairman of the Senate Foreign Relations Subcommittee on East Asian and Pacific Affairs. "I am proud that the federal government has been a partner with the State of Maryland in making the types of investments that have helped the strong leadership at the Port of Baltimore keep us on the leading edge of international commerce."

JOURNAL OF COMMERCE

Mazda Becomes Port of Baltimore's Newest Auto Customer

JOC Staff | Aug 14, 2013 10:08AM EDT

Mazda North American Operators has become the Port of Baltimore's newest auto customer after agreeing to a five-year contract with auto processor Amports.

Under the contract, the carmaker is expected to bring in about 65,000 vehicles annually to Maryland from its assembly plants in Japan.

The vehicles will be handled at Amports-owned Chesapeake Auto Terminal. Mazda vehicles expected to come through the port include the MX-5 Miata, Mazda2 and Mazda6, as well as its CX-5 and CX-9 SUV line.

"Mazda is honored to call the Port of Baltimore its new home for all of its vehicle imports in the Northeast," said Robert Davis, senior vice president of U.S. operations for MNAO, in a written statement.